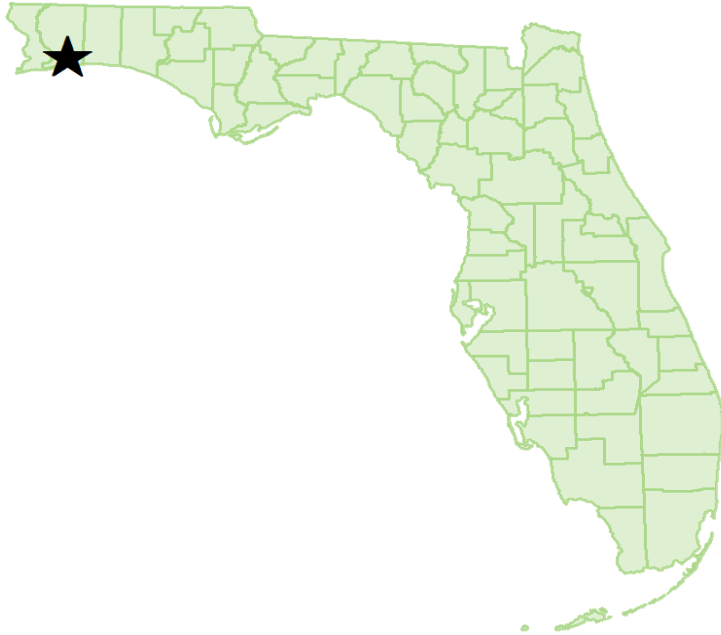


# Monthly Market Detail - March 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



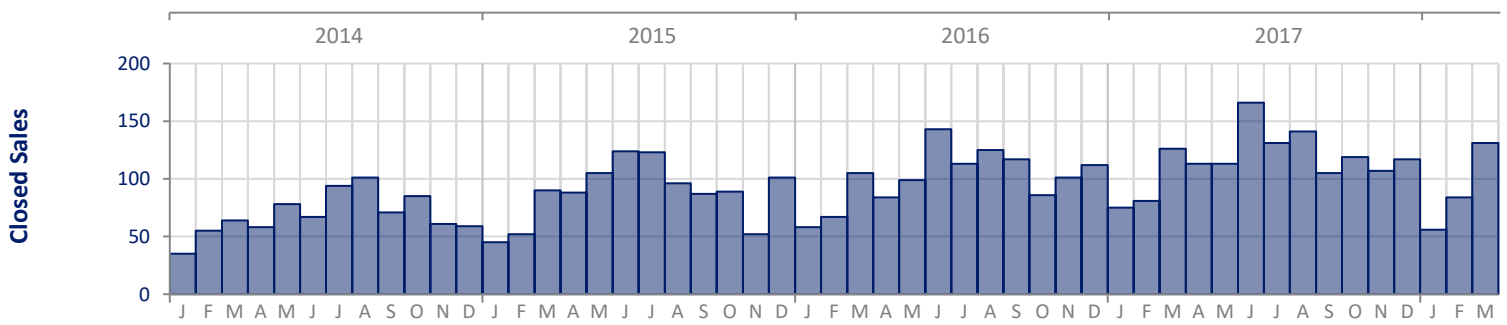
Summary Statistics	March 2018	March 2017	Percent Change Year-over-Year
Closed Sales	131	126	4.0%
Paid in Cash	12	19	-36.8%
Median Sale Price	\$235,000	\$221,200	6.2%
Average Sale Price	\$270,858	\$241,747	12.0%
Dollar Volume	\$35.5 Million	\$30.5 Million	16.5%
Median Percent of Original List Price Received	99.6%	98.2%	1.4%
Median Time to Contract	28 Days	63 Days	-55.6%
Median Time to Sale	86 Days	120 Days	-28.3%
New Pending Sales	170	151	12.6%
New Listings	196	162	21.0%
Pending Inventory	286	243	17.7%
Inventory (Active Listings)	350	346	1.2%
Months Supply of Inventory	3.0	3.3	-9.1%

## Closed Sales

The number of sales transactions which closed during the month

**Economists' note :** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	271	-3.9%
<b>March 2018</b>	<b>131</b>	<b>4.0%</b>
February 2018	84	3.7%
January 2018	56	-25.3%
December 2017	117	4.5%
November 2017	107	5.9%
October 2017	119	38.4%
September 2017	105	-10.3%
August 2017	141	12.8%
July 2017	131	15.9%
June 2017	166	16.1%
May 2017	113	14.1%
April 2017	113	34.5%
March 2017	126	20.0%

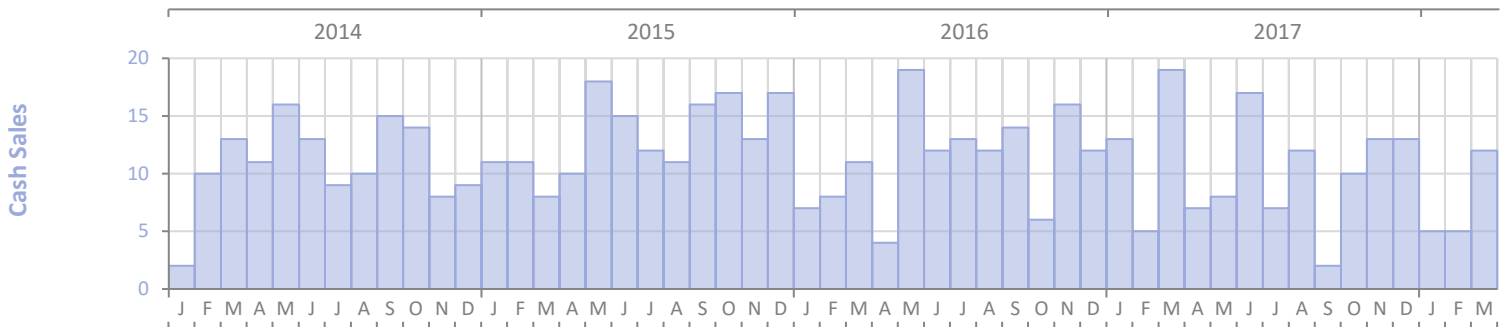


## Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

**Economists' note:** Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	22	-40.5%
<b>March 2018</b>	<b>12</b>	<b>-36.8%</b>
February 2018	5	0.0%
January 2018	5	-61.5%
December 2017	13	8.3%
November 2017	13	-18.8%
October 2017	10	66.7%
September 2017	2	-85.7%
August 2017	12	0.0%
July 2017	7	-46.2%
June 2017	17	41.7%
May 2017	8	-57.9%
April 2017	7	75.0%
March 2017	19	72.7%

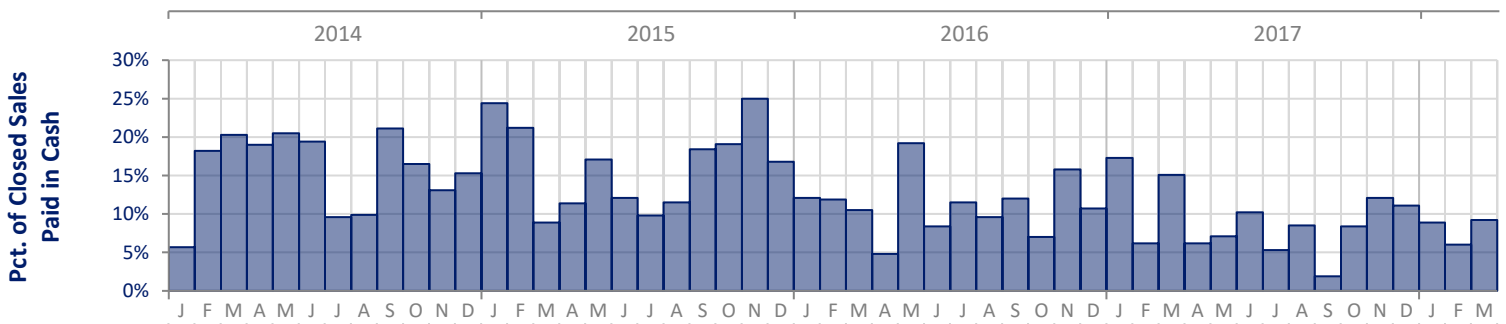


## Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

**Economists' note:** This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	8.1%	-38.2%
<b>March 2018</b>	<b>9.2%</b>	<b>-39.1%</b>
February 2018	6.0%	-3.2%
January 2018	8.9%	-48.6%
December 2017	11.1%	3.7%
November 2017	12.1%	-23.4%
October 2017	8.4%	20.0%
September 2017	1.9%	-84.2%
August 2017	8.5%	-11.5%
July 2017	5.3%	-53.9%
June 2017	10.2%	21.4%
May 2017	7.1%	-63.0%
April 2017	6.2%	29.2%
March 2017	15.1%	43.8%



# Monthly Market Detail - March 2018

## Single Family Homes

### Navarre Area Board of REALTORS®

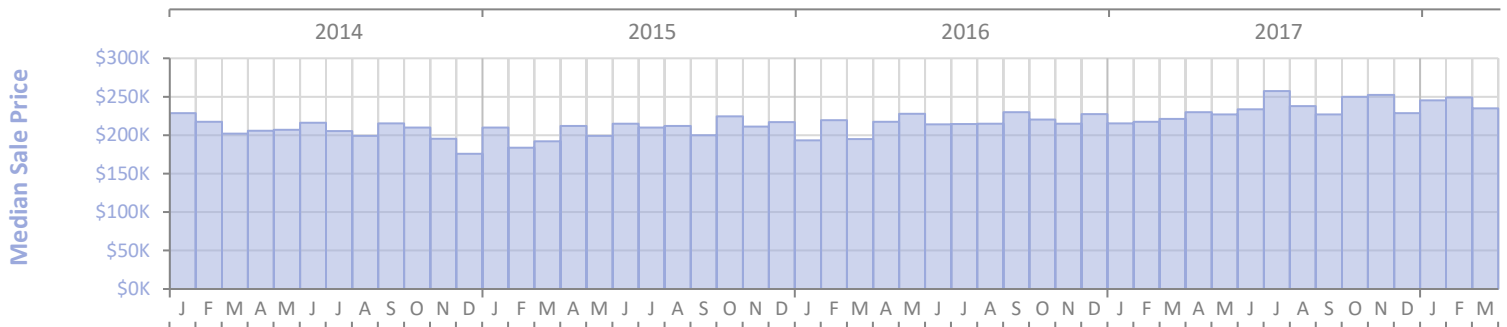


## Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

**Economists' note:** Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$242,000	10.0%
<b>March 2018</b>	<b>\$235,000</b>	<b>6.2%</b>
February 2018	\$248,915	14.6%
January 2018	\$245,250	13.8%
December 2017	\$228,500	0.5%
November 2017	\$252,500	17.4%
October 2017	\$249,900	13.3%
September 2017	\$227,000	-1.3%
August 2017	\$237,900	10.7%
July 2017	\$257,500	20.0%
June 2017	\$233,875	9.3%
May 2017	\$227,000	-0.4%
April 2017	\$230,000	5.8%
March 2017	\$221,200	13.4%

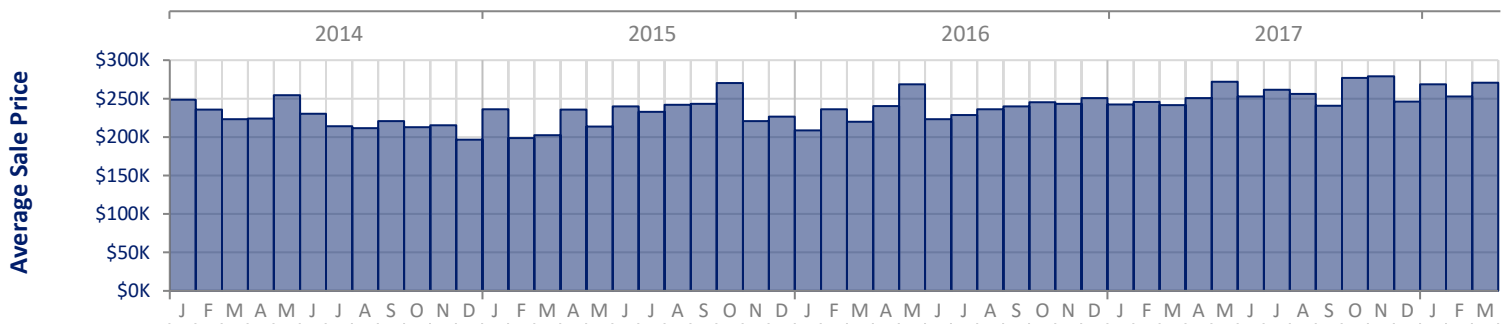


## Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

**Economists' note:** Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$264,906	9.0%
<b>March 2018</b>	<b>\$270,858</b>	<b>12.0%</b>
February 2018	\$253,012	3.0%
January 2018	\$268,822	10.8%
December 2017	\$246,321	-1.7%
November 2017	\$278,875	14.7%
October 2017	\$276,776	12.7%
September 2017	\$240,786	0.3%
August 2017	\$256,134	8.5%
July 2017	\$261,753	14.5%
June 2017	\$252,997	13.2%
May 2017	\$272,135	1.4%
April 2017	\$250,885	4.4%
March 2017	\$241,747	9.9%

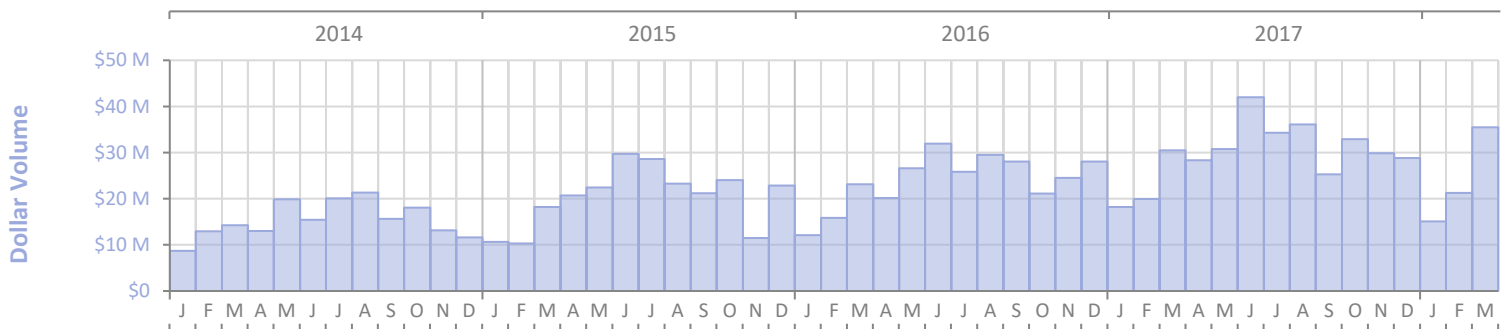


## Dollar Volume

The sum of the sale prices for all sales which closed during the month

**Economists' note:** Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$71.8 Million	4.7%
<b>March 2018</b>	<b>\$35.5 Million</b>	<b>16.5%</b>
February 2018	\$21.3 Million	6.8%
January 2018	\$15.1 Million	-17.3%
December 2017	\$28.8 Million	2.6%
November 2017	\$29.8 Million	21.5%
October 2017	\$32.9 Million	56.0%
September 2017	\$25.3 Million	-10.0%
August 2017	\$36.1 Million	22.3%
July 2017	\$34.3 Million	32.7%
June 2017	\$42.0 Million	31.4%
May 2017	\$30.8 Million	15.7%
April 2017	\$28.4 Million	40.5%
March 2017	\$30.5 Million	31.8%

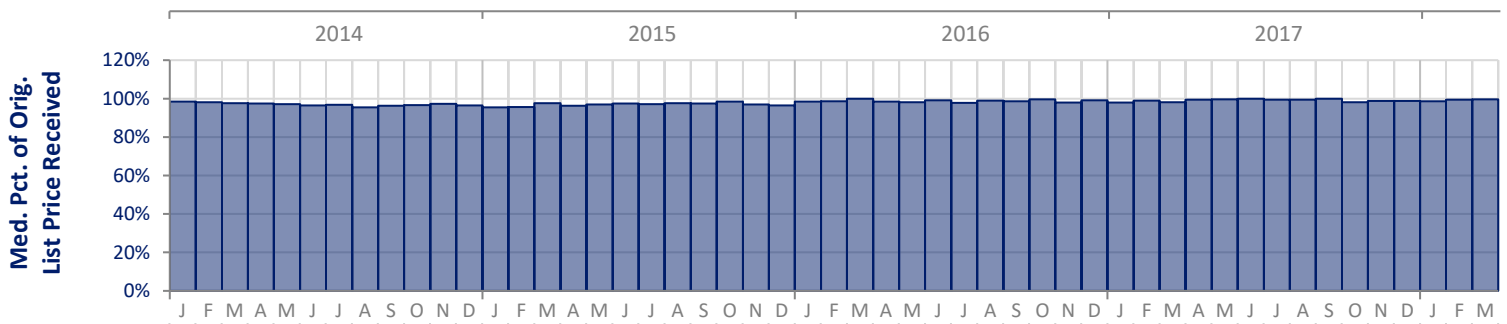


## Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

**Economists' note:** The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	99.5%	1.2%
<b>March 2018</b>	<b>99.6%</b>	<b>1.4%</b>
February 2018	99.5%	0.6%
January 2018	98.7%	0.8%
December 2017	98.8%	-0.4%
November 2017	98.8%	0.9%
October 2017	98.1%	-1.5%
September 2017	100.0%	1.4%
August 2017	99.4%	0.4%
July 2017	99.5%	1.7%
June 2017	100.0%	0.9%
May 2017	99.6%	1.5%
April 2017	99.4%	1.0%
March 2017	98.2%	-1.7%

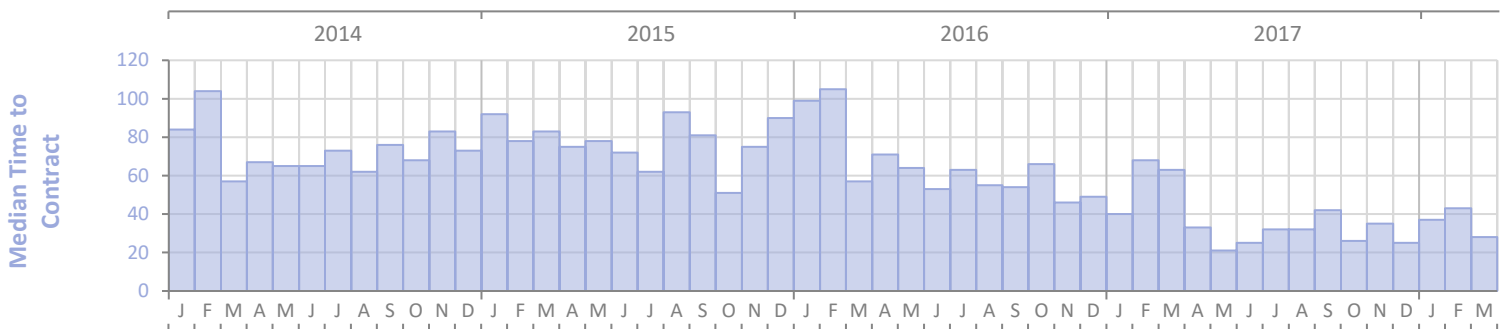


## Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	37 Days	-37.3%
<b>March 2018</b>	<b>28 Days</b>	<b>-55.6%</b>
February 2018	43 Days	-36.8%
January 2018	37 Days	-7.5%
December 2017	25 Days	-49.0%
November 2017	35 Days	-23.9%
October 2017	26 Days	-60.6%
September 2017	42 Days	-22.2%
August 2017	32 Days	-41.8%
July 2017	32 Days	-49.2%
June 2017	25 Days	-52.8%
May 2017	21 Days	-67.2%
April 2017	33 Days	-53.5%
March 2017	63 Days	10.5%

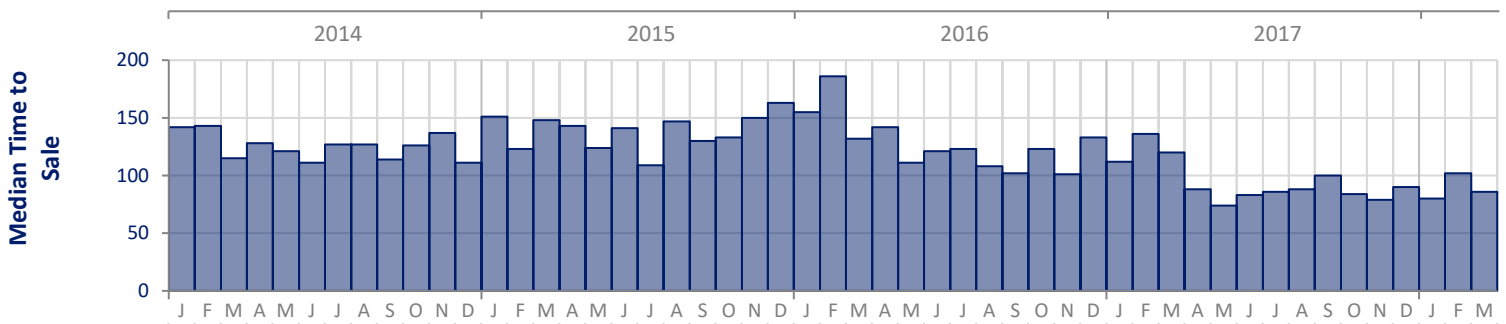


## Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

**Economists' note:** Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median* Time to Sale is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	91 Days	-24.8%
<b>March 2018</b>	<b>86 Days</b>	<b>-28.3%</b>
February 2018	102 Days	-25.0%
January 2018	80 Days	-28.6%
December 2017	90 Days	-32.3%
November 2017	79 Days	-21.8%
October 2017	84 Days	-31.7%
September 2017	100 Days	-2.0%
August 2017	88 Days	-18.5%
July 2017	86 Days	-30.1%
June 2017	83 Days	-31.4%
May 2017	74 Days	-33.3%
April 2017	88 Days	-38.0%
March 2017	120 Days	-9.1%

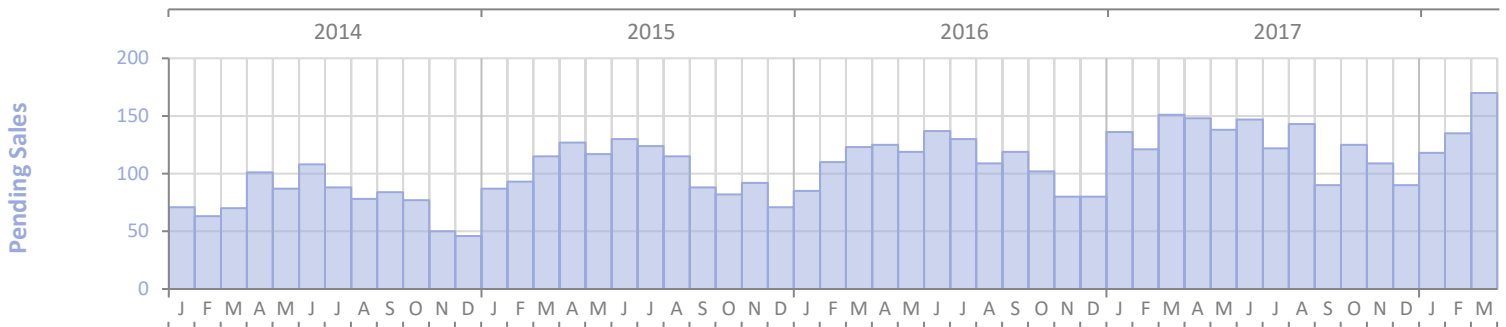


## New Pending Sales

The number of listed properties that went under contract during the month

**Economists' note:** Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	423	3.7%
<b>March 2018</b>	<b>170</b>	<b>12.6%</b>
February 2018	135	11.6%
January 2018	118	-13.2%
December 2017	90	12.5%
November 2017	109	36.3%
October 2017	125	22.5%
September 2017	90	-24.4%
August 2017	143	31.2%
July 2017	122	-6.2%
June 2017	147	7.3%
May 2017	138	16.0%
April 2017	148	18.4%
March 2017	151	22.8%

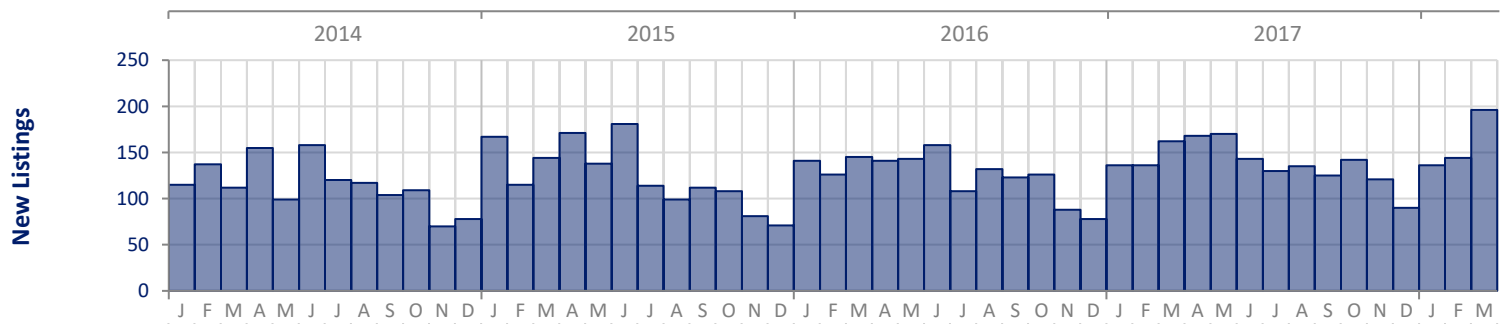


## New Listings

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	476	9.7%
<b>March 2018</b>	<b>196</b>	<b>21.0%</b>
February 2018	144	5.9%
January 2018	136	0.0%
December 2017	90	15.4%
November 2017	121	37.5%
October 2017	142	12.7%
September 2017	125	1.6%
August 2017	135	2.3%
July 2017	130	20.4%
June 2017	143	-9.5%
May 2017	170	18.9%
April 2017	168	19.1%
March 2017	162	11.7%



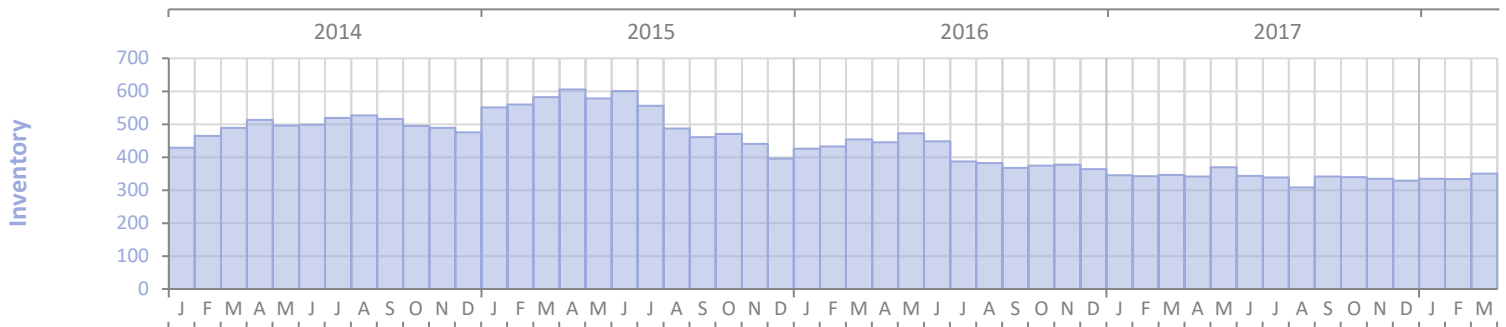


## Inventory (Active Listings)

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	340	-1.2%
<b>March 2018</b>	<b>350</b>	<b>1.2%</b>
February 2018	334	-2.3%
January 2018	335	-2.9%
December 2017	329	-9.6%
November 2017	335	-11.1%
October 2017	339	-9.4%
September 2017	341	-7.3%
August 2017	308	-19.4%
July 2017	338	-12.7%
June 2017	343	-23.4%
May 2017	369	-21.8%
April 2017	341	-23.4%
March 2017	346	-23.8%

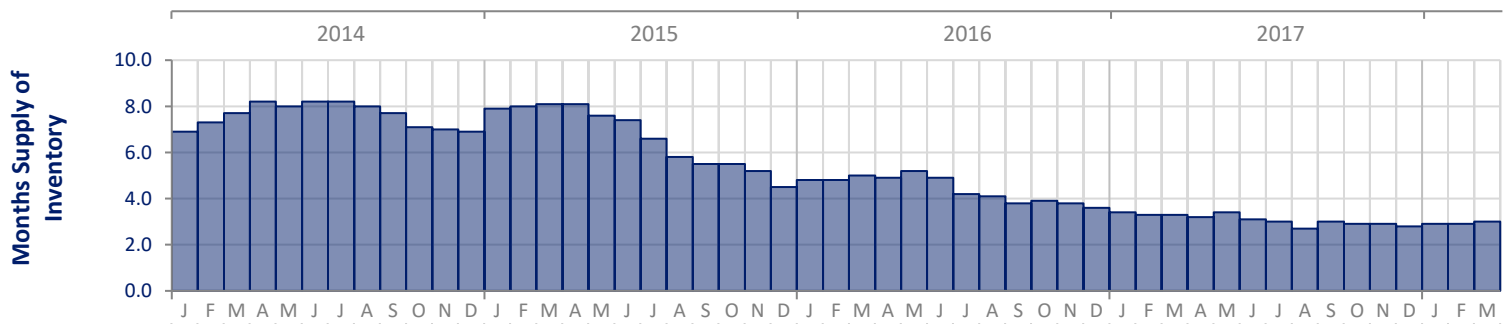


## Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

**Economists' note:** MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	2.9	-12.1%
<b>March 2018</b>	<b>3.0</b>	<b>-9.1%</b>
February 2018	2.9	-12.1%
January 2018	2.9	-14.7%
December 2017	2.8	-22.2%
November 2017	2.9	-23.7%
October 2017	2.9	-25.6%
September 2017	3.0	-21.1%
August 2017	2.7	-34.1%
July 2017	3.0	-28.6%
June 2017	3.1	-36.7%
May 2017	3.4	-34.6%
April 2017	3.2	-34.7%
March 2017	3.3	-34.0%

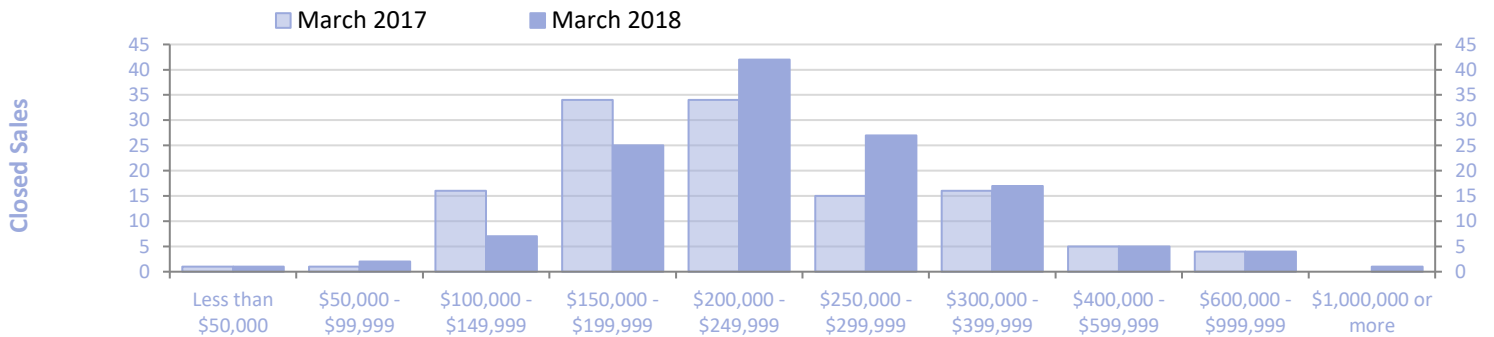


## Closed Sales by Sale Price

The number of sales transactions which closed during the month

**Economists' note:** Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	1	0.0%
\$50,000 - \$99,999	2	100.0%
\$100,000 - \$149,999	7	-56.3%
\$150,000 - \$199,999	25	-26.5%
\$200,000 - \$249,999	42	23.5%
\$250,000 - \$299,999	27	80.0%
\$300,000 - \$399,999	17	6.3%
\$400,000 - \$599,999	5	0.0%
\$600,000 - \$999,999	4	0.0%
\$1,000,000 or more	1	N/A

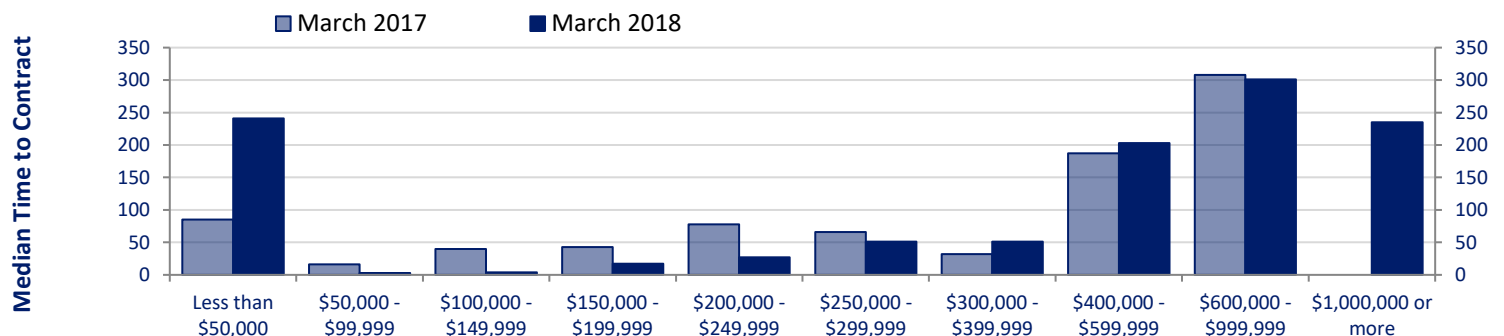


## Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

**Economists' note:** Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	241 Days	183.5%
\$50,000 - \$99,999	3 Days	-81.3%
\$100,000 - \$149,999	4 Days	-90.0%
\$150,000 - \$199,999	17 Days	-60.5%
\$200,000 - \$249,999	27 Days	-65.4%
\$250,000 - \$299,999	51 Days	-22.7%
\$300,000 - \$399,999	51 Days	59.4%
\$400,000 - \$599,999	203 Days	8.6%
\$600,000 - \$999,999	301 Days	-2.3%
\$1,000,000 or more	235 Days	N/A



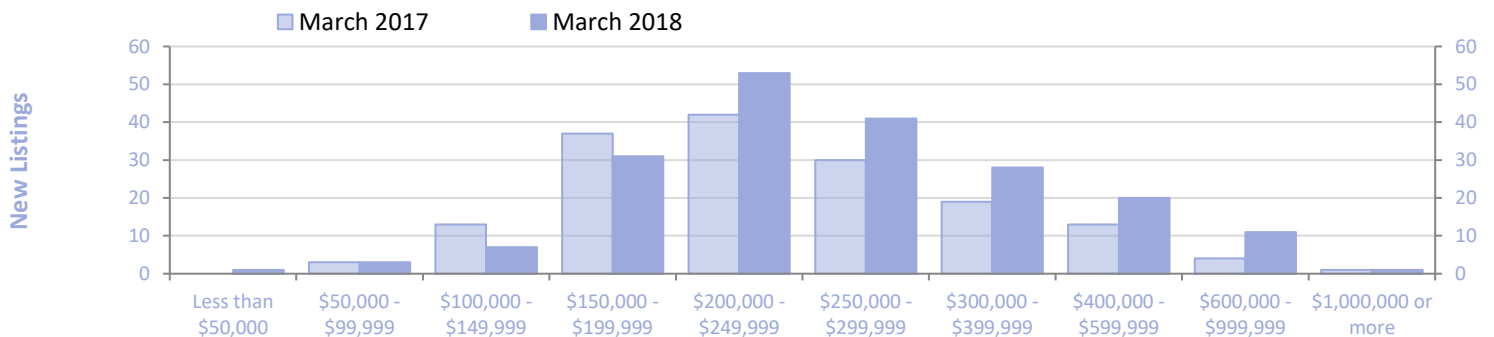


## New Listings by Initial Listing Price

The number of properties put onto the market during the month

**Economists' note:** New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	3	0.0%
\$100,000 - \$149,999	7	-46.2%
\$150,000 - \$199,999	31	-16.2%
\$200,000 - \$249,999	53	26.2%
\$250,000 - \$299,999	41	36.7%
\$300,000 - \$399,999	28	47.4%
\$400,000 - \$599,999	20	53.8%
\$600,000 - \$999,999	11	175.0%
\$1,000,000 or more	1	0.0%

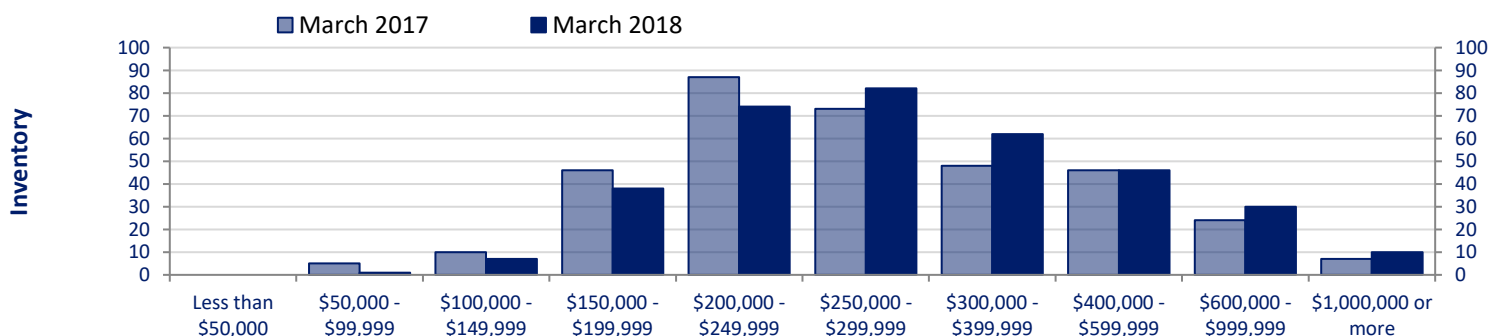


## Inventory by Current Listing Price

The number of property listings active at the end of the month

**Economists' note:** There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

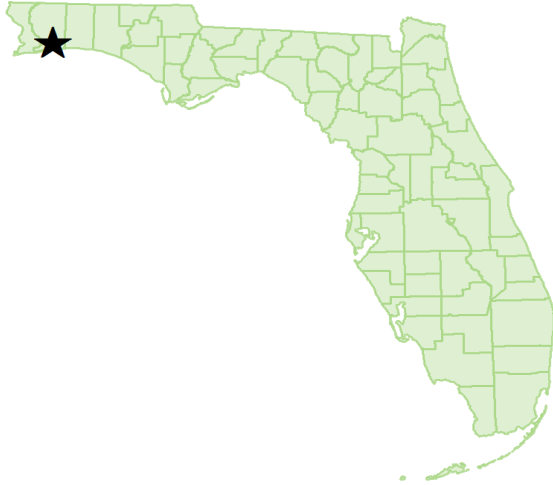
Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	1	-80.0%
\$100,000 - \$149,999	7	-30.0%
\$150,000 - \$199,999	38	-17.4%
\$200,000 - \$249,999	74	-14.9%
\$250,000 - \$299,999	82	12.3%
\$300,000 - \$399,999	62	29.2%
\$400,000 - \$599,999	46	0.0%
\$600,000 - \$999,999	30	25.0%
\$1,000,000 or more	10	42.9%



# Monthly Distressed Market - March 2018

## Single Family Homes

### Navarre Area Board of REALTORS®



		March 2018	March 2017	Percent Change Year-over-Year
Traditional	Closed Sales	129	119	8.4%
	Median Sale Price	\$237,000	\$225,000	5.3%
Foreclosure/REO	Closed Sales	2	6	-66.7%
	Median Sale Price	\$198,450	\$136,000	45.9%
Short Sale	Closed Sales	0	1	-100.0%
	Median Sale Price	(No Sales)	\$175,000	N/A

